

Almonds:

Total TEU/FEU:

The numerator represents the total number of 20-foot equivalent unit (TEU) shipped, by all carriers, during July, 2003. The denominator represents the total number of TEU shipped, by all carriers, throughout the 2003 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, July, 2003.

Market Share-July:

Each carrier's current market share is based on the number of containers shipped during July, 2003. Source: PIERS, July, 2003.

Market Share-CY 2003:

Each carrier's market share is based on the total number of containers shipped throughout the 2003 calendar year. Source: PIERS, 2003.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line", "The Shipping Guide on the Web" and individual shipping line websites.

Ocean Rates:

Ocean rates are applicable for September 30, 2003. Rates are per 20-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source Identified through the Descartes on-line rate tariff, PLUS Tariff retrieval systems, eztariff rate retreival system, and individual shipping line websites.

Container Rate:

Container rates for Almonds are quoted on full, 16 KT per 20-foot dry containers unless otherwise noted.

Definitions:

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Ron Hagen, Heidi Reichert, April Taylor, and Camia Lane of the Transportation Services Branch, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325, Taylor on (202) 690-1326, or Lane on (202) 690-1304 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: September 30, 2003 Page 1 of 9

L.A./L.B./Oakland Ports To Busan, South Korea

Almonds

Monthly Market Share For: July 2003

Month\Year: 22.0 \ 116.0

		Market Share CY	Transit			Surcharges:						
Carrier	Market Share		Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
K Line	59%	59%	11									
Hapag-Lloyd	32%	11%	15	\$1,144	\$184	\$40						\$1,368
APL	9%	13%	13	\$1,504	\$184	\$40						\$1,728
Hanjin	0%	12%	11	\$1,274	\$184	\$40						\$1,498
								We	eighted	Average Con	tainer Rate	\$1,448

Issue Date: September 30, 2003

Page 2 of 9

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Almonds

Monthly Market Share For: July 2003

Month\Year: 2.0 \ 2.5

1/10/11/11 041. 2.0 (2.0		Market	Transit	sit Surcharges:								
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hyundai	100%	79%	29									
Hapag-Lloyd	0%	21%	22	\$2,392	\$184	\$40			\$650			\$3,266

Weighted Average Container Rate

L.A./L.B./Oakland Ports To Hong Kong

Almonds

Monthly Market Share For: July 2003

Month\Year: 20\320

Widitii\ i eai. 2.0 \ 32.0	Market Share	Market	Transit				Surcha	irges:				
Carrier		Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
APL	50%	9%	13	\$985	\$184	\$40						\$1,209
Wan Hai	50%	3%	16									
K Line	0%	30%	16	\$560	\$184	\$40						\$784
Maersk-SeaLand	0%	19%	15	\$867								\$867
Yang Ming	0%	16%	16	\$1,292	\$184	\$40						\$1,516
OOCL	0%	8%	13	\$1,160	\$184	\$40						\$1,384
MOL	0%	6%	13	\$1,000	\$184	\$40						\$1,224
NYK Line	0%	6%	13									
cosco	0%	3%	18	\$910	\$184							\$1,094

Weighted Average Container Rate \$1,209

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Almonds

Monthly Market Share For: July 2003

Month\Year: 1.3 \ 9.3

Month (1 car. 1.0 (c.c	Market Transit Surcharges:											
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hapag-Lloyd	76%	43%	22	\$1,808	\$184	\$40						\$2,032
OOCL	24%	3%	22									
Hanjin	0%	54%	28									

Weighted Average Container Rate \$2,032

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Almonds

Monthly Market Share For: July 2003

Month\Year	201	44 9

Monun 1 ear. 2.0 (44.9	Market Share	Market	Transit				Surcha	arges:				
Carrier		Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	S Rec ARB Cotton R.	Cotton R.	Size	Container Rate
Evergreen	50%	29%	18	\$560	\$184	\$40						\$784
Wan Hai	50%	11%	20									
Yang Ming	0%	24%	14	\$1,105	\$184	\$40						\$1,329
Hapag-Lloyd	0%	16%	12	\$1,295	\$184	\$40						\$1,519
NYK Line	0%	9%	14									
Maersk-SeaLand	0%	9%	21	\$867								\$867
								W	eighted	Average Con	tainer Rate	\$784

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Almonds

Monthly Market Share For: July 2003

Month\Year: 7.0 \ 16.5

THE HOLD THE TENE		Market	Transit				Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hapag-Lloyd	86%	94%	18	\$1,300	\$184	\$40						\$1,524
NYK Line	14%	6%	19	\$625								\$625

Weighted Average Container Rate \$1,396

L.A./L.B./Oakland Ports To Singapore

Almonds

Monthly Market Share For: July 2003

Month\Year: 3.0 \ 14.7

Wienth Cur. C.C VIII.	•	Market	Transit			Surcharges:						
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hapag-Lloyd	67%	37%	18	\$1,164	\$184	\$40						\$1,388
Zim Line	33%	14%										
NYK Line	0%	29%	19									
Norasia	0%	7%										
Maersk-SeaLand	0%	7%	25	\$987								\$987
K Line	0%	7%	19									

Weighted Average Container Rate \$1,388

L.A./L.B./Oakland Ports To Tokyo, Japan

Almonds

Monthly Market Share For: July 2003

Month\Year: 16.0 \ 134.5

Month (1 car. 10.0 (1	04.0	Market	Transit					Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	ARB Cotton R. Size		Container Rate
Hapag-Lloyd	63%	37%	13	\$1,058	\$184	\$40	40%	\$453					\$2,158
NYK Line	13%	23%	12										
Yang Ming	13%	14%	10	\$1,680	\$184	\$40							\$1,904
Evergreen	13%	6%	16	\$1,050 24	\$230	\$40							\$1,320
Maersk-SeaLand	0%	13%	11	\$987									\$987
K Line	0%	5%	10	\$1,028	\$184	\$40							\$1,252
									W	eighted .	Average Con	tainer Rate	\$2,002

²⁴ Rate is based on a 40 foot container, not a 20 foot container.

Issue Date: September 30, 2003 Page 9 of 9